

**Virginia Latino Advisory Board
Minutes
Friday, April 29, 2011, 1:00 p.m. – 4:00 p.m.
Virginia War Memorial
621 S. Belvidere Street
Richmond, Virginia 23220**

Members Present: Debbie Muñoz, Freddie Morales, Flux Neo, Gaby Rengifo, Jorge Lozano, Víctor Gómez, Gabe Rojas, Beatriz Amberman, Charlotte Fritts, Kris Tilley-Lubbs, Michel Zajur

Members Absent: Elin Doval, Esteban Nieto, Carmen Williams, Aleyda Kasten, Jason Miyares, Rosaura Aguerreberre, Rene Cabral-Daniels, Laura Ramírez Drain, Omar Rashid

Ex-Officio Members Present: Mirta Martin, Michael Eggleston, Jimmy Rhee

Liaison with Governor's Office: Duane Stafford

Guests Present: Ron Brew, Theodora Von Hohenstaufen Noll, Albert Madalina?, Logan Pugh

Meeting called to order at 1:25 pm.

Welcome and opening remarks: Michel

Ron Brew: Director of SBA, VA

Overview of Small Business Administration (www.sba.gov):

- 2100 employees nationwide
- 69 (67?) offices nationwide
- SBA provides
 - Technical assistance
 - Procurement assistance
 - Financial assistance
- 1/3 of guarantees go to start-up businesses
- Guarantors for loans that banks don't want to make
- 704 fill-the-gap loans
- 7(a) Loan Guaranty Program
 - Extend the length of the loan to reduce payment
 - Only loan to for-profits
- 504 Loan Program
 - Lender financing for 50% of cost
 - CDC/SBA may finance 50%

- Business invests 10-20% of cost
- Microloan Program
 - Lend to microlenders who in turn lend the money to small business
 - Must be non-profits
- Community Advantage
 - Non-profits
 - Must have loaned to 20 businesses
- International trade
 - National level
 - Loans to exporters
- **Virginia Economic Development Partnership (VEDP):** Theodora Von Hohenstaufen Noll, Client Services Manager for VA exports; **Albert Madalina (?)** Manager for Foreign Investments Foreign direct investments coming in to VA.
 - Facilitate job growth
 - US exports to world, Mexico 2nd recipient of exports, \$29 million
 - Pending Colombian Free Trade Agreement. (following South Korea, Panama, then Colombia)
 - Lead group market visits top markets to meet with business leaders. Need 6-7 weeks to set up qualified, vetted meetings.
 - Next going to Brazil in 2012
 - VA trying to attract businesses in key industries: aeronautics
 - Find countries whose strengths match up with VA's initiatives for economic development
 - Looking for companies that want to establish presence in US
 - Tax breaks
 - Land grants
 - Cash breaks
 - Assistance with finding communities, etc.
 - VA not attractive unless they have already established ties in VA or on Eastern Seaboard. Top destination is Florida, where they may have family.
 - EB5 Visa: \$500,000 minimum investment and operating manager of company. Grants permanent residence in VA.
 - VDEP has programs of incentives available for domestic companies—expand production—add space, employees. Help with cash initiatives, workforce training.

- Global network of 44 world-wide consultants
- Advice: look at existing contacts and then find out how to talk to their contacts—network.
- Companies look for locations that are socially and culturally a good fit.

Assistant Secretary of Administration: Logan Pugh

- Yesterday Gov. McDonnell signed legislation that will assist small minority businesses.
 - Race and gender neutral, not race and gender specific.
 - \$500,000 minimum bonding
 - Can get contracts out more quickly, work with new contacts.

Committee Meetings:

Duane: To hold committee meetings, must inform me at least two weeks in advance so it can added to be put on the public calendar.

Report for Gov. McDonnell:

- Advice from Jimmy Rhee
 - Short, terse report with emphasis on workforce development
 - Paragraph or two from each committee
 - All about small business development and international trade development
 - **Check** with appropriate government agencies.

Committee Discussion

- International Trade
- Workforce Development/Education
- Small Business/Job Creation

Michel: Can international companies qualify as minority business owners? **Yes, as long as 51% of the company is owned by US citizens?**

International Trade/Small Business: Michel suggests that this committee meet with Jimmy Rhee to work on recommendations for Governor.

Committee Reports:

Workforce Development/Education

- What opportunities already exist
 - Census
 - Credentialing foreign certifications
 - Programs available at community college level

- Degrees available
- Legislation affecting Latinos
- Housing
- Early childhood education
- Assess possibilities for workforce development:
 - ESL education
 - Job training and readiness—high school and community college
 - Reciprocal licensing and credentialing
 - Higher education
- What workforce development is available?
- To whom is it available?

Small Business

- Education—what are the needs for people to learn trades for small businesses?
- Requirements necessary according to law
- Why Latino/Hispanic community only receiving 2% of contracts?

International Trade

- Investigate ways to facilitate navigating the system for people who are developing English language proficiency.

Flux: Talked about the diversity within the Spanish-speaking community. Who is the target audience for the information we assemble? How do we reach the most people?

Debbie: People can still hold on to identity and yet learn to be successful in US society.

Kris: Suggests that for September each committee return with a bulleted list of suggestions for the Governor. Then we will compile a two-page report, also with bulleted lists, of recommendations for the Governor.

Someone from each group will send Duane information regarding when the committee meeting will be held.

Due dates:

- We plan to have a report for the Governor by December on the projects completed by VLAB.
- Committee reports are due in September.
- Feel free to share plans before then for feedback.

Announcements

- Debbie: May 19 meeting on outreach and inclusiveness. Will send out information.

- Freddie: Fairfax County, 5 de mayo celebration
- Gaby: Please fill in survey about immigration. May 26 dinner two-hour cruise. Give out scholarships.
- Jorge: forming group to recognize folks who have ?
- Gabe: on board of non-profit, Nuestra Educación para Nuestro Futuro. K-12. Mentoring program like Big Brother Program.
- Charlotte: this week is the Apple Blossom Festival.
- Duane: checking on how to do reimbursement.
- Michel: NOVA association of women May 18 in Fairfax. Latino Coalition, May 23-25, July 1, six embassies coming to Richmond for matrículas, etc.

Adjournment: Michel adjourned the meeting at 4:14 p. m..

Respectfully submitted,

Kris Tilley-Lubbs